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8 Facsimile: 208.524.2051

9 Attorneys for Defendants Glenwood Smoked
10 Products, Inc., Mitch Scott, and Clark Scott.

11 UNITED STATES DISTRICT COURT
12 NORTHERN DISTRICT OF CALIFORNIA
13 SAN FRANCISCO DIVISION

14
15 BLEND, LLC, a California limited liability
16 company,

17 Plaintiff,

18 v.
19 GLENWOOD SMOKED PRODUCTS,
20 INC., an Idaho corporation, GLENWOOD
21 SNACKS, LLC, an Idaho limited liability
22 company, MITCH SCOTT, an individual,
CLARK SCOTT, an individual, KOLBAN
SCOTT, an individual, SCOTT
ZABRISKIE, an individual, and DANIEL
HALLER, an individual,

23 Defendants.

24 Case No. 4:19-cv-03834-DMR

25 **DEFENDANT GLENWOOD SMOKED
PRODUCTS, INC.'S SUPPLEMENTAL
RESPONSE TO PLAINTIFF
BLEND, LLC'S REQUESTS FOR
PRODUCTION, SET ONE**

26 PROPOUNDING PARTY: PLAINTIFF, BLEND, LLC

27 RESPONDING PARTY: DEFENDANT, GLENWOOD SMOKED PRODUCTS, INC.

28 SET NO.: FIRST SUPPLEMENTAL SET ONE (1)

1 TO PLAINTIFF AND ITS ATTORNEYS OF RECORD:

2 Defendant GLENWOOD SMOKED PRODUCTS, INC. ("Defendant") hereby
3 answers, objects, and otherwise responds to Plaintiff's Request for Production of Documents, Set
4 One as follows:

5 **DEFENDANT'S PRELIMINARY STATEMENT**

6 Defendant has not completed its investigation relating to this action, has not
7 completed discovery in this action, and has not completed preparation for trial. As discovery
8 proceeds, facts, information, evidence, documents and things may be discovered that are not set forth
9 in these responses, but which may have been responsive to Plaintiff's Request. The following
10 responses are based on Defendant's knowledge, information and belief at this time and are complete
11 as to Defendant's best knowledge at this time. Defendant assumes no obligation to voluntarily
12 supplement or amend these responses to reflect information, evidence, documents or things
13 discovered following service of these responses. Furthermore, these responses were prepared based
14 on Defendant's good faith interpretation and understanding of the individual Requests and are
15 subject to correction for inadvertent errors or omissions, if any. These responses are given without
16 prejudice to subsequent revision or supplementation based upon any information, evidence and
17 documentation that hereinafter may be discovered. Defendant reserves the right to refer to, to
18 conduct discovery with reference to, or to offer into evidence at the time of trial, any and all facts,
19 evidence, documents and things developed during the course of discovery and trial preparation,
20 notwithstanding the reference to facts, evidence, documents and things in these responses.

21 To the extent that any Request seeks documents that are also sought by or identified
22 pursuant to any other Request, Defendant declines to produce or identify multiple copies of such
23 documents, and states that each document produced or identified pursuant to any Request is also
24 produced pursuant to every other Request to which it is or may be responsive.

25 To the extent that any Request seeks documents that have already been produced, or
26 which have been identified as exhibits to any depositions in this action, Defendant declines to
27 produce or identify such documents.

1 To the extent that any Request seeks documents that are protected by the attorney-
2 client privilege and/or attorney work product doctrine, or any other applicable privilege or immunity,
3 Defendant declines to produce such documents, which would include and would not be limited to:
4

5 All documents that constitute or record correspondence or other communications
6 between counsel for Defendant or its agents or employees and Defendant or its agents or employees
7 regarding this action;

8 All documents prepared for use in this litigation including notes, memoranda, draft
9 pleadings and correspondence prepared by, at the direction of, or for review by counsel for
10 Defendant; and

11 All documents that constitute or record correspondence or other communications
12 between Defendant and counsel for Defendant regarding this action.

13 **DEFENDANT'S GENERAL OBJECTIONS TO PLAINTIFF'S**
14 **REQUEST FOR PRODUCTION OF DOCUMENTS**

15 Defendant objects to Plaintiff's Request in its entirety to the extent that it seeks
16 documents that are not relevant to the subject matter of this litigation and are not reasonably
17 calculated to lead to the discovery of admissible evidence.

18 Defendant objects to Plaintiff's Request in its entirety to the extent that it calls for the
19 production of documents that are protected from disclosure by the attorney-client privilege and/or
20 work product doctrine, and/or any other applicable privilege or immunity.

21 Defendant objects to Plaintiff's Request in its entirety to the extent that it is overly
22 broad and requires Defendant to make an unreasonable and unduly burdensome investigation.

23 Defendant objects to Plaintiff's Request in its entirety to the extent that it seeks
24 documents, the disclosure of which would constitute an unwarranted invasion of the affected
25 persons' constitutional, statutory and/or common-law rights of privacy and confidentiality.

26 Defendant objects to this Request in its entirety to the extent that it seeks private,
27 privileged, and confidential commercial, financial, and/or proprietary business information.

1 All General Objections are incorporated by reference into each Response as though
2 set forth in full therein.
3

4 **DEFENDANT'S OBJECTIONS AND RESPONSES TO PLAINTIFF'S**
5 **INTERROGATORIES**

6 INTERROGATORY NO 1: Identify each of YOUR current or former officers, directors,
7 and/or employees (by name, title, and duties) who transitioned from YOUR employment to
8 GLENWOOD SNACKS' employment.

9 ANSWER TO INTERROGATORY NO. 1: Defendant incorporates its General
10 Objections as though set forth fully herein. Defendant also objects to this Request on the grounds
11 that it is vague and ambiguous as to "related to ingredient statements." Defendant further objects to
12 this Request on the grounds that it is unduly burdensome and oppressive. Defendant further objects
13 to this Request on the grounds that it seeks information that is not relevant to the subject matter of
14 this litigation and is not reasonably calculated to lead to the discovery of admissible evidence.
15 Defendant further objects to this Request on the grounds that it seeks private, privileged, and
16 confidential commercial, financial, and/or proprietary business information.
17 Subject to and without in any way waiving the foregoing objections, and to the extent it understands
18 this Request, Defendant responds as follows: All Employees marked "IF" are employees that
19 transferred to Glenwood Snack. See the attached documents with Bates numbers 4596-4601.

20 INTERROGATORY NO 16: State YOUR costs for the ingredients used to fulfill each
21 purchase order for JERKY PRODUCTS.

22 ANSWER TO INTERROGATORY NO. 16: Defendant incorporates its General
23 Objections as though set forth fully herein. Defendant also objects to this Request on the grounds
24 that it is vague and ambiguous as to "related to ingredient statements." Defendant further objects to
25 this Request on the grounds that it is unduly burdensome and oppressive. Defendant further objects
26 to this Request on the grounds that it seeks information that is not relevant to the subject matter of
27 this litigation and is not reasonably calculated to lead to the discovery of admissible evidence.
28

1 Defendant further objects to this Request on the grounds that it seeks private, privileged, and
2 confidential commercial, financial, and/or proprietary business information.
3

4 Subject to and without in any way waiving the foregoing objections, and to the extent it understands
5 this Request, Defendant responds as follows: See the attached documents with Bates numbers 4602-
6 4610.

7 Dated: January 30, 2020.



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10 PAUL D. ZIEL
11 MURRAY, ZIEL, & JOHNSTON, PLLC
12 Attorney for Defendants
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PROOF OF SERVICE

STATE OF IDAHO, COUNTY OF BONNEVILLE

Blend, LLC v. Glenwood Smoked Products, Inc., et al.
USDC Case No. 4:19-cv-03834-DMR

At the time of service, I was over 18 years of age and **not a party to this action**. I am employed in the County of Bonneville, State of Idaho. My business address is 770 S. Woodruff Ave., Idaho Falls, Idaho, 83401. I am presently admitted in that State of California to practice law, under the supervision of Adam Bouka, business address, 333 Bush Street, 34th Floor, San Francisco, California 94104.

On January 30, 2020, I served true copies of the following document(s) described as:

**DEFENDANT GLENWOOD SMOKED PRODUCTS, INC.'S SUPPLEMENTAL
RESPONSE TO PLAINTIFF BLEND, LLC'S REQUESTS FOR PRODUCTION, SET ONE;**

on the interested parties in this action as follows:

Adam Bouka, Esq.
Littler Mendelson, P.C.
333 Bush Street, 34th Floor
San Francisco, CA 94104
Email: abouska@littler.com

Counsel for Glenwood Smoked Products,
Inc., Mitch Scott and Clark Scott

Jeffrey D. Hosking, Esq.
Jason B. Shane, Esq.
McCaffery Hosking LLP
1777 Botelho Dr., Suite 360
Walnut Creek, CA 94596-5084
Email: jdh@mhfirm.law
Email: jbs@mhfirm.law

Counsel for Glenwood Snacks, LLC
Daniel Haller, Scott Zabriskie

Christopher Van Gundy
Abby H. Meyer
Sheppard, Mullin, Richter & Hampton, LLP
Four Embarcadero Center, 17th Floor
San Francisco, CA 94111
Email: CVanGundy@sheppardmullin.com
Email: ameyer@sheppardmullin.com

Counsel for Blend, LLC

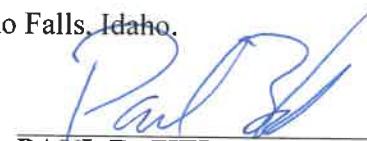
BY MAIL. I enclosed the document(s) in a sealed envelope or package addressed to the persons at the address listed in the Service List and place the envelope for collection and mailing, following our ordinary business practices. I am readily familiar with the firm's practice for collecting and processing correspondence for mailing. On the same day that correspondence is placed for collection and mailing, it is deposited in the ordinary course of business with the United State Postal Service, in a sealed envelope with postage fully repaid. I am a residence in the county where the mailing occurred.

BY E-MAIL OR ELECTRONIC TRANSMISSION. I caused a copy of the document(s) to be sent from email address paul@murrayziel.com to the persons at the e-mail addresses listed in the Service List. I did not receive within a reasonable time after the transmission, any

1 electronic message other than indication that the transmission was unsuccessful.

2 I declare under penalty of perjury under the laws of the United States of America that the
3 foregoing is true and correct and that I am a supervised employee in the office of a member of the bar of
this Court at whose direction the service was made.

4 Executed on January 30, 2020 at Idaho Falls, Idaho.



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6 PAUL D. ZIEL
7 MURRAY, ZIEL, & JOHNSTON, PLLC
Attorney for Defendants

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Glenwood Smoked Products, Inc.
Employee State Taxes Detail
December 18 - 31, 2017

	Source Name	Date
Alvarado, Luis M.	<i>Laborer</i>	
Alvarado, Luis M.		12/22/2017
Alvarado, Luis M.		12/22/2017
Total Alvarado, Luis M.		
Anderson, Bryce L.	<i>Maintenance</i>	
Anderson, Bryce L.		12/22/2017
Anderson, Bryce L.		12/22/2017
Total Anderson, Bryce L.		
Arvizu-Perez, Claudia	<i>Laborer</i>	
Arvizu-Perez, Claudia		12/22/2017
Arvizu-Perez, Claudia		12/22/2017
Total Arvizu-Perez, Claudia		
Bair, Terry D	<i>Warehouse</i>	
Bair, Terry D		12/22/2017
Bair, Terry D		12/22/2017
Total Bair, Terry D		
Barragan-Hernandez, Maria-Cruz	<i>Laborer</i>	
Barragan-Hernandez, Maria-Cruz		12/22/2017
Barragan-Hernandez, Maria-Cruz		12/22/2017
Total Barragan-Hernandez, Maria-Cruz		
Bueno, Lorena R.	<i>Laborer</i>	
Bueno, Lorena R.		12/22/2017
Bueno, Lorena R.		12/22/2017
Total Bueno, Lorena R.		
Carranza, Billi-Jean	<i>Packing</i>	
Carranza, Billi-Jean		12/22/2017
Carranza, Billi-Jean		12/22/2017
Total Carranza, Billi-Jean		
Carrasco-Alcantar, Maria	<i>Laborer</i>	
Carrasco-Alcantar, Maria		12/22/2017
Carrasco-Alcantar, Maria		12/22/2017
Total Carrasco-Alcantar, Maria		
Cervantes, Maria G.	<i>Laborer</i>	
Cervantes, Maria G.		12/22/2017
Cervantes, Maria G.		12/22/2017
Total Cervantes, Maria G.		
Chavez-Garcia, Angelica G.	<i>Laborer</i>	
Chavez-Garcia, Angelica G.		12/22/2017
Chavez-Garcia, Angelica G.		12/22/2017
Total Chavez-Garcia, Angelica G.		

Glenwood Smoked Products, Inc.
Employee State Taxes Detail
December 18 - 31, 2017

	Source Name	Date
Chavez, Julia	Packaging	12/22/2017
Chavez, Julia		12/22/2017
Total Chavez, Julia		12/22/2017
Conica, Elwood H		12/22/2017
Conica, Elwood H		12/22/2017
Total Conica, Elwood H		12/22/2017
Corrales, Maria	labor	
Corrales, Maria		12/22/2017
Total Corrales, Maria		12/22/2017
Cruz, Luis	labor	
Cruz, Luis		12/22/2017
Total Cruz, Luis		12/22/2017
Flores, Anselmo	production	
Flores, Anselmo		12/22/2017
Total Flores, Anselmo		12/22/2017
Flores, Raymundo	labor	
Flores, Raymundo		12/22/2017
Total Flores, Raymundo		12/22/2017
Garcia, Logan K.	labor	
Garcia, Logan K.		12/22/2017
Total Garcia, Logan K.		12/22/2017
Gardner, Tonya L.	labor	
Gardner, Tonya L.		12/22/2017
Total Gardner, Tonya L.		12/22/2017
Gonzalez, Epitacia	labor	
Gonzalez, Epitacia		12/22/2017
Total Gonzalez, Epitacia		12/22/2017
Gonzalez, Maria C.	labor	
Gonzalez, Maria C.		12/22/2017
Total Gonzalez, Maria C.		12/22/2017

Glenwood Smoked Products, Inc.
Employee State Taxes Detail
December 18 - 31, 2017

	Source Name	Date
Salas-Mosqueda, Norma-Leticia	<i>Labour</i>	
Salas-Mosqueda, Norma-Leticia		12/22/2017
Salas-Mosqueda, Norma-Leticia		12/22/2017
Total Salas-Mosqueda, Norma-Leticia		
Salazar-Osorio, Ricardo	<i>Labour</i>	
Salazar-Osorio, Ricardo		12/22/2017
Salazar-Osorio, Ricardo		12/22/2017
Total Salazar-Osorio, Ricardo		
Salmeron, Bartolo	<i>Production Manager</i>	
Salmeron, Bartolo		12/22/2017
Salmeron, Bartolo		12/22/2017
Total Salmeron, Bartolo		
Santana-Gonzalez, Nuvia S.	<i>Labour</i>	
Santana-Gonzalez, Nuvia S.		12/22/2017
Santana-Gonzalez, Nuvia S.		12/22/2017
Total Santana-Gonzalez, Nuvia S.		
Scott, Kolban C	<i>Manager St. Anthony facility</i>	
Scott, Kolban C		12/22/2017
Scott, Kolban C		12/22/2017
Scott, Kolban C		12/22/2017
Total Scott, Kolban C		
Silvas, Javier L	<i>Labour</i>	
Silvas, Javier L		12/22/2017
Silvas, Javier L		12/22/2017
Total Silvas, Javier L		
Tew, Carrie L	<i>Office IPR Plant</i>	
Tew, Carrie L		12/22/2017
Tew, Carrie L		12/22/2017
Total Tew, Carrie L		
Thomas, Jeffrey D.	<i>Labour</i>	
Thomas, Jeffrey D.		12/22/2017
Thomas, Jeffrey D.		12/22/2017
Total Thomas, Jeffrey D.		
Torres-Bonilla, Maribel	<i>Labour</i>	
Torres-Bonilla, Maribel		12/22/2017
Torres-Bonilla, Maribel		12/22/2017
Total Torres-Bonilla, Maribel		

Glenwood Smoked Products, Inc.
Employee State Taxes Detail
December 18 - 31, 2017

	Source Name	Date
Haro, Rosio-de-Lurdes Haro, Rosio-de-Lurdes Haro, Rosio-de-Lurdes	<i>laborer</i>	12/22/2017 12/22/2017
Total Haro, Rosio-de-Lurdes		
Hernandez, Leonardo Hernandez, Leonardo Hernandez, Leonardo	<i>Smoker house Super.</i>	12/22/2017 12/22/2017
Total Hernandez, Leonardo		
Jackson, Kobe D. Jackson, Kobe D. Jackson, Kobe D. Jackson, Kobe D. Jackson, Kobe D.	<i>laborer</i>	12/22/2017 12/22/2017 12/22/2017 12/22/2017
Total Jackson, Kobe D.		
John, Brian L. John, Brian L. John, Brian L. John, Brian L. John, Brian L.	<i>laborer</i>	12/22/2017 12/22/2017 12/22/2017 12/22/2017
Total John, Brian L.		
Jones, Nathan H. Jones, Nathan H. Jones, Nathan H.	<i>laborer</i>	12/22/2017 12/22/2017
Total Jones, Nathan H.		
Lopez-Arellanes, Viviana-Aurora Lopez-Arellanes, Viviana-Aurora Lopez-Arellanes, Viviana-Aurora	<i>laborer</i>	12/22/2017 12/22/2017
Total Lopez-Arellanes, Viviana-Aurora		
Matson, Benjamin M. Matson, Benjamin M. Matson, Benjamin M.	<i>laborer</i>	12/22/2017 12/22/2017
Total Matson, Benjamin M.		
McBride, Andrew M. McBride, Andrew M. McBride, Andrew M.	<i>Happ / Ssop Super.</i>	12/22/2017 12/22/2017
Total McBride, Andrew M.		
Medina, Carolina Medina, Carolina Medina, Carolina	<i>laborer</i>	12/22/2017 12/22/2017
Total Medina, Carolina		

Glenwood Smoked Products, Inc.
Employee State Taxes Detail
December 18 - 31, 2017

	Source Name	Date
Moreno, Antonia	<i>labor</i>	12/22/2017
Moreno, Antonia		
Total Moreno, Antonia		12/22/2017
Muir, Jade C.	<i>labor</i>	12/22/2017
Muir ,Jade C.		
Total Muir, Jade C.		12/22/2017
Oniveros-Carranza, Adelaida	<i>labor</i>	12/22/2017
Oniveros-Carranza, Adelaida		
Total Oniveros-Carranza, Adelaida		12/22/2017
Patino-De-Arreola, Reynalda	<i>labor</i>	12/22/2017
Patino-De-Arreola, Reynalda		
Total Patino-De-Arreola, Reynalda		12/22/2017
Perez-Martinez, Adalina	<i>labor</i>	12/22/2017
Perez-Martinez, Adalina		
Total Perez-Martinez, Adalina		12/22/2017
Ramirez, Claribel	<i>labor I.F.</i>	12/22/2017
Ramirez, Claribel		
Total Ramirez, Claribel		12/22/2017
Ramos, Jessalynn M.	<i>labor</i>	12/22/2017
Ramos, Jessalynn M.		
Total Ramos, Jessalynn M.		12/22/2017
Reeder, Rose	office manager	12/22/2017
Reeder, Rose		
Total Reeder, Rose	I.F.	12/22/2017
Rogers, Blayne H.	<i>labor</i>	12/22/2017
Rogers, Blayne H.		
Total Rogers, Blayne H.	Rogers, Blayne H.	12/22/2017
Rowberry, Jerry D.	Production	12/22/2017
Rowberry, Jerry D.		
Total Rowberry, Jerry D.	Rowberry, Jerry D.	12/22/2017

9:47 AM
12/30/19

Glenwood Smoked Products, Inc.
Employee State Taxes Detail
December 18 - 31, 2017

Source Name	Date
Villafana-Chavez, Griselda Villafana-Chavez, Griselda	12/22/2017
Villafana-Chavez, Griselda Total Villafana-Chavez, Griselda	12/22/2017
Yanez-Carrasco, Rafael Yanez-Carrasco, Rafael	12/22/2017
Yanez-Carrasco, Rafael Total Yanez-Carrasco, Rafael	12/22/2017
TOTAL	

Scott Zabriskie contract labor

Darrell Reeder maintenance I. F.

004601

Clark Scott 50% owner
Mitch Scott 50% owner

All Natural Barbacoa Costing - Original 14.5 oz Bag

Cost of Beef per pound 13-Nov-17	100 lbs per batch	\$2.90			Rate/Hr 12.50		
Stage 1—Meat		Actual Cost/Lb	Standard Usage/Lb	Loss Factor	Actual Usage/Lb	Cost	Each Stage
100 Lean Meat		\$2.9000	100	2.00%	98	\$295.92	
Labor (Slicing)			98				hours
Labor (QC per lb.)						\$4.13	0.330
Labor (Cleaning, 1 hour, 600 pounds)						\$0.00	0.000
TOTAL MEAT					98	\$300.87	
Stage 2—Spice							
Brown Sugar	Amalgamated	13-Nov-17	\$0.420	22.00	0.50%	22.111	\$9.29
Apple Juice	Motts	13-Nov-17	\$0.530	5.00	0.50%	5.025	\$2.66
Lime Juice	Motts	26-Jun-15	\$0.890	3.33	0.50%	3.347	\$2.98
Apple Cider Vinegar	Marukan	?????????	\$0.440	6.67	0.50%	6.704	\$2.95
Barbacoa Original G90174	Newly Wed	13-Nov-17	\$3.150	6.00	0.50%	6.030	\$18.99
Salt	Sams		\$0.330	1.75	0.50%	1.759	\$0.58
Water			\$0.000	13.50	0.50%	13.568	\$0.00
Total Spice Cost			\$5.76	58.25		58.543	\$37.45
Labor (Spice mixing) 2 people, 4 hrs, 600 lbs.							\$8.38
Labor (Spice room cleanup) 1 hr/ 600 lbs.							\$0.83
TOTAL STAGE 1 & 2					156.543		\$347.52
Stage 3—Screening							
Labor (Screening & Ready for Packaging)	SC-20191						hours
Labor (Smoke House Operator)							2.08
Labor (Clean room, equipment)							0.33
TOTAL STAGE 1, 2, & 3					156.543		\$379.73
Stage 4—Cooked Product							
Smokehouse Yield		65.00%					
TOTAL COOKED COST			63.7000		63.700		\$379.73
Loss factor packaging stage							Cost/lb.
			63.0630	1.00%	0.637		\$3.80
							\$383.53
Stage 5—Final Product							
Packaging Materials:				10 lbs. per bag			
Oxygen Scavengers	EverFresh	16-Nov-13	\$0.0280	4.0000			\$0.00
Bag	Hale	11-Mar-14	\$0.1700	1.0000			\$0.11
Labels			\$0.0005	5.0000			\$0.17
Cutting/Packaging Labor per bag			\$4.2600	1.0000			\$0.00
Net Total							\$4.26
Total Packaging Cost							\$65.36
TOTAL FINAL COST PER BAG							
COST PER 10 LB Bag		Freight	\$0.00				
		14.5 oz pouch	\$5.98	\$65.36			
		Labor to pack	\$0.25		Cost per bag		\$7.50
FINAL COST PER 10 pound bag		Pouch		\$65.36			
		Label					
		Overhead	\$0.96				
Profit per 10 lb. bag		SZ	\$0.31		Sell price		\$8.66
		Total Cost	\$7.50		Net profit		\$1.16
							13.36%

Grass Fed Barbacoa Costing - Carne Asada - 14.5 oz

Cost of Beef per pound 07-Jun-16			\$3.80				Rate/Hr 12.50
100 lbs per batch							
Stage 1—Meat			Actual Cost/Lb	Standard Usage/Lb	Loss Factor	Actual Usage/Lb	Cost
100 Lean Meat			\$3.8000	100	2.00%	98	\$387.76
Labor (Slicing)				98			hours
Labor (QC per lb.)							\$4.13 0.330
Labor (Cleaning, 1 hour, 600 pounds)							\$0.00 0.000
TOTAL MEAT						98	\$0.83 0.066
Stage 2—Spice							
Brown Sugar	Costco	26-Jun-15	\$0.490	17.00	0.50%	17.085	\$8.37
Apple Juice	Sam's	15-Mar-16	\$0.280	13.33	0.50%	13.397	\$3.75
Lime Juice	Costco	26-Jun-15	\$0.730	3.33	0.50%	3.347	\$2.44
Apple Cider Vinegar	Sam's	25-Jun-15	\$0.440	6.67	0.50%	6.704	\$2.95
Carne Asada Spice Mx	Newly Wed	5-Apr-16	\$3.350	8.33	0.50%	8.372	\$28.05
Total Spice Cost			\$5.29	48.66		48.905	\$45.56
Labor (Spice mixing) 2 people, 4 hrs, 600 lbs.							\$8.38
Labor (Spice room cleanup) 1 hr/ 600 lbs.							\$0.83
TOTAL STAGE 1 & 2						146.905	\$447.47
Stage 3—Screening							
Labor (Screening & Ready for Packaging)	SC-20191						hours
Labor (Smoke House Operator)							2.08
Labor (Clean room, equipment)							\$4.13 0.33
TOTAL STAGE 1, 2, & 3						146.905	\$479.68
Stage 4—Cooked Product							
Smokehouse Yield		60.00%				58.8000	
TOTAL COOKED COST						58.800	\$479.68
Loss factor packaging stage						58.2120	\$4.80
							\$484.48
Stage 5—Final Product							
Packaging Materials:						10 lbs. per bag	
Oxygen Scavengers	EverFresh	16-Nov-13	\$0.0280	4.0000			\$0.00
Bag	Hale	11-Mar-14	\$0.1700	1.0000			\$0.11
Labels			\$0.0005	5.0000			\$0.17
Cutting/Packaging Labor per bag			\$4.2600	1.0000			\$0.00
Net Total							\$4.26
							\$87.77
Total Packaging Cost							
TOTAL FINAL COST PER BAG							\$87.77
COST PER 10 LB Bag			Freight	\$0.00			
			14.5 oz bag	\$8.11	\$87.77	Cost per bag	\$232.08
			Labor to pack	\$0.25			\$9.17
			Pouch		\$87.77	Total	\$232.08
			Label				
			Overhead	\$0.50			
			Commission		\$122.20	Sell price	\$293.28
			SZ	\$0.31			\$11.46
Profit per 10 lb. bag			Total Cost	\$9.17	\$34.43	Net profit	\$61.20
							\$2.29
							19.95%

All Natural Barbacoa Costing - Carne Asada - 3 oz

Cost of Beef per pound 07-Jun-16		\$2.80			Rate/Hr 12.50	
100 lbs per batch		Actual Cost/Lb	Standard Usage/Lb	Loss Factor	Actual Usage/Lb	Cost Each Stage
Stage 1—Meat						
100 Lean Meat		\$2.8000	100	2.00%	98	\$285.71
Labor (Slicing)						hours
Labor (QC per lb.)			98			\$4.13 0.330
Labor (Cleaning, 1 hour, 600 pounds)						\$0.00 0.000
TOTAL MEAT					98	\$290.66
Stage 2—Spice						
Brown Sugar	Costco	26-Jun-15	\$0.490	17.00	0.50%	17.085 \$8.37
Apple Juice	Sam's	15-Mar-16	\$0.280	13.33	0.50%	13.397 \$3.75
Lime Juice	Costco	26-Jun-15	\$0.730	3.33	0.50%	3.347 \$2.44
Apple Cider Vinegar	Sam's	25-Jun-15	\$0.440	6.67	0.50%	6.704 \$2.95
Carne Asada Spice Mix	Newly Wed	5-Apr-16	\$3.350	8.33	0.50%	8.372 \$28.05
Total Spice Cost			\$5.29	48.66		\$45.56
Labor (Spice mixing) 2 people, 4 hrs, 600 lbs.						\$0.38
Labor (Spice room cleanup) 1 hr/ 600 lbs.						\$0.83
TOTAL STAGE 1 & 2					146.905	\$345.43
Stage 3—Screening						
Labor (Screening & Ready for Packaging)	SC-20191					hours
Labor (Smoke House Operator)						\$26.00 2.08
Labor (Clean room, equipment)						\$4.13 0.33
TOTAL STAGE 1, 2, & 3					146.905	\$377.64
Stage 4—Cooked Product						
Smokehouse Yield		60.00%				
TOTAL COOKED COST			58.8000		58.800	\$377.64
Loss factor packaging stage						\$3.78
			58.2120	1.00%	0.588	\$381.41
Cost/lb.						\$6.55
Stage 5—Final Product						
Packaging Materials:				10 lbs. per bag		\$65.52
Oxygen Scavengers	EverFresh	16-Nov-13	\$0.0280	4.0000		\$0.00
Bag	Hale	11-Mar-14	\$0.1700	1.0000		\$0.11
Labels			\$0.0005	5.0000		\$0.17
Cutting/Packaging Labor per bag			\$4.2600	1.0000		\$0.00
Net Total						\$4.26
Total Packaging Cost						\$70.07
TOTAL FINAL COST PER BAG						
COST PER 10 LB Bag		Freight	\$0.00			\$70.07
		3 oz bag	\$1.34	\$70.07	Cost per bag	\$232.08 \$1.70
		Labor to pack	\$0.19			
FINAL COST PER 10 pound bag		Pouch		\$70.07	Total	\$232.08
		Label				
		Overhead	\$0.10			
		Commission		\$122.20	Sell price	\$293.28 \$1.99
Profit per 10 lb. bag		SZ	\$0.07			
		Total Cost	\$1.70	\$52.13	Net profit	\$61.20 \$0.29
						14.82%

Barbacoa Costing - Carne Asada - 14.5 oz

Cost of Beef per pound 20-Apr-16	100 lbs per batch	\$3.80			Rate/Hr 12.50
Stage 1—Meat		Actual Cost/Lb	Standard Usage/Lb	Loss Factor	Actual Usage/Lb
100 Lean Meat		\$3.8000	100	2.00%	98
Labor (Slicing)			98		
Labor (QC per lb.)					hours
Labor (Cleaning, 1 hour, 600 pounds)					\$4.13 0.330
TOTAL MEAT					\$0.00 0.000
					\$0.83 0.066
Stage 2—Spice					
Brown Sugar	Costco	26-Jun-15	\$0.490	17.00	0.50%
Apple Juice	Sam's	15-Mar-16	\$0.280	13.33	0.50%
Lime Juice	Costco	26-Jun-15	\$0.730	3.33	0.50%
Apple Cider Vinegar	Sam's	25-Jun-15	\$0.440	6.67	0.50%
Carne Asada Spice Mix	Newly Wed	5-Apr-16	\$3.350	8.33	0.50%
					\$8.37 \$3.75
					\$2.44 \$2.95
					\$28.05
Total Spice Cost		\$5.29	48.66		48.905 \$45.56
Labor (Spice mixing) 2 people, 4 hrs, 600 lbs.					\$8.38
Labor (Spice room cleanup) 1 hr/ 600 lbs.					\$0.83
TOTAL STAGE 1 & 2				146.905	\$447.47
Stage 3—Screening					
Labor (Screening & Ready for Packaging) SC-20191					hours
Labor (Smoke House Operator)					\$26.00 2.08
Labor (Clean room, equipment)					\$4.13 0.33
TOTAL STAGE 1, 2, & 3					\$2.09 0.167
Stage 4—Cooked Product					
Smokehouse Yield		60.00%		58.8000	58.800
TOTAL COOKED COST					\$479.68
Loss factor packaging stage				58.2120	1.00%
				0.588	\$4.80
					\$484.48
Stage 5—Final Product					
Packaging Materials:			10 lbs. per bag		\$83.23
Oxygen Scavengers	EverFresh	16-Nov-13	\$0.0280	4.0000	\$0.00
Bag	Hale	11-Mar-14	\$0.1700	1.0000	\$0.11
Labels			\$0.0005	5.0000	\$0.17
Cutting/Packaging Labor per bag			\$4.2600	1.0000	\$0.00
Net Total					\$4.26
Total Packaging Cost					\$87.77
TOTAL FINAL COST PER BAG					
COST PER 10 LB Bag		Freight	\$0.00		\$87.77
		14.5 oz bag	\$1.68	\$87.77	Cost per bag
		Labor to pack	\$0.19		\$232.08 \$2.03
FINAL COST PER 10 pound bag		Pouch	\$87.77	Total	\$232.08
		Label			
		Overhead	\$0.10		
		Commission	\$122.20	Sell price	\$293.28 \$2.39
Profit per 10 lb. bag		SZ	\$0.07		
		Total Cost	\$2.03	Net profit	\$61.20 \$0.36
					15.12%

All Natural Barbacoa Costing - Sweet N Spicy Pork - 14.5 oz

Cost of Pork per pound 31-Aug-17		\$1.45				Rate/Hr 12.50	
100 lbs per batch		Actual Cost/Lb	Standard Usage/Lb	Loss Factor	Actual Usage/Lb	Cost	Each Stage
Stage 1—Meat							
100 Lean Meat		\$1.4500	100	2.00%	98	\$147.96	
Labor (Slicing)			98				hours
Labor (QC per lb.)						\$4.13	0.330
Labor (Cleaning, 1 hour, 600 pounds)						\$0.00	0.000
TOTAL MEAT					98	\$0.83	0.066
Stage 2—Spice							
Brown Sugar	Costco	26-Jun-15	\$0.420	39.00	0.50%	39.196	\$16.46
Yamasa Tamari Sauce	Yamasa	15-Mar-16	\$0.930	14.00	0.50%	14.070	\$13.09
Water		26-Jun-15	\$0.000	3.01	0.50%	3.025	\$0.00
Honey	Cox's	25-Jun-15	\$1.850	2.50	0.50%	2.513	\$4.65
Lemon Juice	Real Lemon	5-Apr-16	\$0.730	2.35	0.50%	2.362	\$1.72
Pineapple Juice	Dole		\$0.730	2.06	0.50%	2.070	\$1.51
Hardwood Smoked Sugar	Red Arrow		\$5.000	1.03	0.50%	1.035	\$5.18
Salt	Morton		\$0.230	1.00	0.50%	1.005	\$0.23
Granulated Garlic	GFN		\$4.420	0.88	0.50%	0.884	\$3.91
Granulated Onion	GFN		\$1.950	0.88	0.50%	0.884	\$1.72
Black Pepper	GFN		\$5.250	0.66	0.50%	0.863	\$3.48
Total Spice Cost		\$21.51	67.37		67.709	\$51.95	
Labor (Spice mixing) 2 people, 4 hrs, 600 lbs.						\$8.38	0.670
Labor (Spice room cleanup) 1 hr/ 600 lbs.						\$0.83	0.066
TOTAL STAGE 1 & 2					165.709	\$214.06	
Stage 3—Screening							
Labor (Screening & Ready for Packaging)	SC-20191						hours
Labor (Smoke House Operator)						\$26.00	2.08
Labor (Clean room, equipment)						\$4.13	0.33
TOTAL STAGE 1, 2, & 3					165.709	\$246.28	\$2.09 0.167
Stage 4—Cooked Product							
Smokehouse Yield		70.00%		68.6000	68.600		
TOTAL COOKED COST						\$246.28	
Loss factor packaging stage				67.9140	1.00%	0.686	\$2.46
							\$248.74
Cost/lb. \$3.66							
Stage 5—Final Product							
Packaging Materials:				10 lbs. per bag			
Oxygen Scavengers	EverFresh	16-Nov-13	\$0.0280	4.0000			\$0.00
Bag	Hale	11-Mar-14	\$0.1700	1.0000			\$0.11
Labels			\$0.0005	5.0000			\$0.17
Cutting/Packaging Labor per bag			\$4.2600	1.0000			\$0.00
Net Total							\$4.26
Total Packaging Cost							\$41.17
TOTAL FINAL COST PER BAG							
COST PER 10 LB Bag		Freight	\$0.00				
		14.5 oz bag	\$3.81	\$41.17	Cost per bag		\$4.78
FINAL COST PER 10 pound bag		Labor to pack	\$0.25				
		Pouch		\$41.17	Total		
		Label					
		Overhead	\$0.50				
		Commission		\$122.20	Sell price		\$6.05
		SZ	\$0.22				
Profit per 10 lb. bag		Total Cost	\$4.78	\$81.03	Net profit		\$1.27
							21.06%

All Natural Barbacoa Costing - Original 14.5 oz Bag

Cost of Beef per pound		\$2.90			Rate/Hr	
13-Nov-17	100 lbs per batch					12.50
Stage 1—Meat		Actual Cost/Lb	Standard Usage/Lb	Loss Factor	Actual Usage/Lb	Cost Each Stage
100 Lean Meat		\$2.9000	100	2.00%	98	\$295.92
Labor (Slicing)			98			hours
Labor (QC per lb.)						\$4.13 0.330
Labor (Cleaning, 1 hour, 600 pounds)						\$0.00 0.000
TOTAL MEAT					98	\$0.83 0.066
Stage 2—Spice						
Brown Sugar	Amalgamated	13-Nov-17	\$0.420	22.00	0.50%	22.111 \$9.29
Apple Juice	Motts	13-Nov-17	\$0.530	5.00	0.50%	5.025 \$2.66
Lime Juice	Motts	26-Jun-15	\$0.890	3.33	0.50%	3.347 \$2.98
Apple Cider Vinegar	Marukan	?????????	\$0.440	6.67	0.50%	6.704 \$2.95
Barbacoa Original G90174	Newly Wed	13-Nov-17	\$3.150	6.00	0.50%	6.030 \$18.99
Salt	Sams		\$0.330	1.75	0.50%	1.759 \$0.58
Water			\$0.000	13.50	0.50%	13.568 \$0.00
Total Spice Cost			\$5.76	58.25		\$37.45
Labor (Spice mixing) 2 people, 4 hrs, 600 lbs.						\$8.38 0.670
Labor (Spice room cleanup) 1 hr/ 600 lbs.						\$0.83 0.066
TOTAL STAGE 1 & 2					156.543	\$347.52
Stage 3—Screening						
Labor (Screening & Ready for Packaging)	SC-20191					hours
Labor (Smoke House Operator)						\$26.00 2.08
Labor (Clean room, equipment)						\$4.13 0.33
TOTAL STAGE 1, 2, & 3					156.543	\$379.73
Stage 4—Cooked Product						
Smokehouse Yield		65.00%				
TOTAL COOKED COST			63.7000		63.700	\$379.73
Loss factor packaging stage				1.00%	0.637	\$3.80 \$383.53
Stage 5—Final Product						Cost/lb. \$6.08
Packaging Materials:				10 lbs. per bag		\$60.82
Oxygen Scavengers	EverFresh	16-Nov-13	\$0.0280	4.0000		\$0.00
Bag	Hale	11-Mar-14	\$0.1700	1.0000		\$0.11
Labels			\$0.0005	5.0000		\$0.17
Cutting/Packaging Labor per bag			\$4.2600	1.0000		\$0.00
Net Total						\$4.26
Total Packaging Cost						\$65.36
TOTAL FINAL COST PER BAG						
COST PER 10 LB Bag		Freight	\$0.00			
		14.5 oz pouch	\$5.98	\$65.36	Cost per bag	\$7.05
FINAL COST PER 10 pound bag		Labor to pack	\$0.25			
		Pouch		\$65.36		
		Label				
		Overhead	\$0.51			
Profit per 10 lb. bag		SZ	\$0.31		Sell price	\$8.66
		Total Cost	\$7.05		Net profit	\$1.61
						18.56%

All Natural Barbacoa Costing - Sweet N Spicy Pork - 14.5 oz

Cost of Pork per pound			\$1.45				Rate/Hr
17-May-17	100 lbs per batch						12.50
Stage 1—Meat							
100 Lean Meat			Actual Cost/Lb	Standard Usage/Lb	Loss Factor	Actual Usage/Lb	Cost
			\$1.4500	100	2.00%	98	\$147.96
Labor (Slicing)				98			hours
Labor (QC per lb.)							\$4.13 0.330
Labor (Cleaning, 1 hour, 600 pounds)							\$0.00 0.000
TOTAL MEAT						98	\$0.83 0.066
Stage 2—Spice							
Brown Sugar	Costco	26-Jun-15	\$0.490	17.00	0.50%	17.085	\$8.37
Apple Juice	Sam's	15-Mar-16	\$0.280	13.33	0.50%	13.397	\$3.75
Lime Juice	Costco	26-Jun-15	\$0.730	3.33	0.50%	3.347	\$2.44
Apple Cider Vinegar	Sam's	25-Jun-15	\$0.440	6.67	0.50%	6.704	\$2.95
Came Asada Spice Mix	Newly Wed	5-Apr-16	\$3.350	8.33	0.50%	8.372	\$28.05
Total Spice Cost			\$5.29	48.66		48.905	\$45.56
Labor (Spice mixing) 2 people, 4 hrs, 600 lbs.							\$8.38
Labor (Spice room cleanup) 1 hr/ 600 lbs.							\$0.83
TOTAL STAGE 1 & 2						146.905	\$207.67
Stage 3—Screening							
Labor (Screening & Ready for Packaging) SC-20191							hours
Labor (Smoke House Operator)							\$26.00 2.08
Labor (Clean room, equipment)							\$4.13 0.33
TOTAL STAGE 1, 2, & 3						146.905	\$239.88
Stage 4—Cooked Product							
Smokehouse Yield		70.00%		68.6000		68.600	
TOTAL COOKED COST							\$239.88
Loss factor packaging stage				67.9140	1.00%	0.686	\$2.40 \$242.28
Stage 5—Final Product							Cost/lb. \$3.57
Packaging Materials:					10 lbs. per bag		
Oxygen Scavengers	EverFresh	16-Nov-13	\$0.0280	4.0000			\$0.00
Bag	Hale	11-Mar-14	\$0.1700	1.0000			\$0.11
Labels			\$0.0005	5.0000			\$0.17
Cutting/Packaging Labor per bag			\$4.2600	1.0000			\$0.00
Net Total							\$4.26
Total Packaging Cost							\$40.22
TOTAL FINAL COST PER BAG							
COST PER 10 LB Bag			Freight	\$0.00			
			14.5 oz bag	\$3.72	\$40.22	Cost per bag	\$232.08 \$4.78
			Labor to pack	\$0.25			
FINAL COST PER 10 pound bag			Pouch		\$40.22	Total	\$232.08
			Label				
			Overhead	\$0.50			
			Commission		\$122.20	Sell price	\$293.28 \$5.86
			SZ	\$0.31			
Profit per 10 lb. bag			Total Cost	\$4.78	\$81.98	Net profit	\$61.20 \$1.08
							18.47%

All Natural Barbacoa Costing - Carne Asada - 3 oz

Cost of Beef per pound 29-Sep-17			\$3.20				Rate/Hr 12.50
100 lbs per batch							
Stage 1—Meat			Actual Cost/Lb	Standard Usage/Lb	Loss Factor	Actual Usage/Lb	
100 Lean Meat			\$3.2000	100	2.00%	98	\$326.53
Labor (Slicing)				98			hours
Labor (QC per lb.)							\$4.13 0.330
Labor (Cleaning, 1 hour, 600 pounds)							\$0.00 0.000
TOTAL MEAT						98	\$0.83 0.066
							\$331.48
Stage 2—Spice							
Brown Sugar	Costco	26-Jun-15	\$0.420	17.00	0.50%	17.085	\$7.18
Apple Juice	Sam's	15-Mar-16	\$0.330	13.33	0.50%	13.397	\$4.42
Lime Juice	Costco	26-Jun-15	\$0.730	3.33	0.50%	3.347	\$2.44
Apple Cider Vinegar	Sam's	25-Jun-15	\$0.440	6.67	0.50%	6.704	\$2.95
Carne Asada Spice Mix	Newly Wed	5-Apr-16	\$3.350	8.33	0.50%	8.372	\$28.05
Total Spice Cost			\$5.27	48.66		48.905	\$45.04
Labor (Spice mixing) 2 people, 4 hrs, 600 lbs.							\$8.38
Labor (Spice room cleanup) 1 hr/ 600 lbs.							\$0.83
TOTAL STAGE 1 & 2						146.905	\$385.72
Stage 3—Screening							
Labor (Screening & Ready for Packaging)	SC-20191						hours
Labor (Smoke House Operator)							\$26.00
Labor (Clean room, equipment)							2.08
TOTAL STAGE 1, 2, & 3						146.905	\$417.93
Stage 4—Cooked Product							
Smokehouse Yield		60.00%				58.8000	
TOTAL COOKED COST						58.800	\$417.93
Loss factor packaging stage						58.2120	\$417.93
Stage 5—Final Product							
Packaging Materials:						10 lbs. per bag	
Oxygen Scavengers	EverFresh	16-Nov-13	\$0.0280	4.0000			\$0.00
Bag	Hale	11-Mar-14	\$0.1700	1.0000			\$0.11
Labels			\$0.0005	5.0000			\$0.17
Cutting/Packaging Labor per bag			\$4.2600	1.0000			\$0.00
Net Total							\$4.26
							\$77.06
Total Packaging Cost							
TOTAL FINAL COST PER BAG							\$77.06
COST PER 10 LB Bag			Freight	\$0.00			
			14.5 oz pouch	\$7.05	\$77.06	Cost per bag	\$232.08
			Labor to pack	\$0.25			\$8.12
			Pouch		\$77.06	Total	\$232.08
			Label				
			Overhead	\$0.51			
			Commission		\$122.20	Sell price	\$293.28
			SZ	\$0.31			\$8.66
Profit per 10 lb. bag			Total Cost	\$8.12	\$45.14	Net profit	\$61.20
							\$0.54
							6.20%

All Natural Barbacoa Costing - Sweet N Spicy Pork - 14.5 oz

Cost of Pork per pound			\$1.45				Rate/Hr
17-May-17	100 lbs per batch						12.50
Stage 1—Meat							
100 Lean Meat			Actual Cost/Lb \$1.4500	Standard Usage/Lb 100	Loss Factor 2.00%	Actual Usage/Lb 98	Cost \$147.96
Labor (Slicing)				98			hours 0.330
Labor (QC per lb.)							\$4.13
Labor (Cleaning, 1 hour, 600 pounds)							\$0.00
TOTAL MEAT						98	\$0.83
							0.066
Stage 2—Spice							
Brown Sugar	Costco	26-Jun-15	\$0.490	17.00	0.50%	17.085	\$8.37
Apple Juice	Sam's	15-Mar-16	\$0.280	13.33	0.50%	13.397	\$3.75
Lime Juice	Costco	26-Jun-15	\$0.730	3.33	0.50%	3.347	\$2.44
Apple Cider Vinegar	Sam's	25-Jun-15	\$0.440	6.67	0.50%	6.704	\$2.95
Came Asada Spice Mix	Newly Wed	5-Apr-16	\$3.350	8.33	0.50%	8.372	\$28.05
Total Spice Cost			\$5.29	48.66		48.905	\$45.56
Labor (Spice mixing) 2 people, 4 hrs, 600 lbs.							\$8.38
Labor (Spice room cleanup) 1 hr/ 600 lbs.							\$0.83
TOTAL STAGE 1 & 2						146.905	\$207.67
							0.670
							0.066
Stage 3—Screening							
Labor (Screening & Ready for Packaging)	SC-20191						hours 2.08
Labor (Smoke House Operator)							\$26.00
Labor (Clean room, equipment)							\$4.13
TOTAL STAGE 1, 2, & 3						146.905	\$239.88
							0.167
Stage 4—Cooked Product							
Smokehouse Yield		70.00%		68.6000		68.600	
TOTAL COOKED COST							\$239.88
Loss factor packaging stage				67.9140	1.00%	0.686	\$2.40
							\$242.28
							Cost/lb. \$3.57
Stage 5—Final Product							
Packaging Materials:				10 lbs. per bag			\$35.67
Oxygen Scavengers	EverFresh	16-Nov-13	\$0.0280	4.0000			\$0.00
Bag	Hale	11-Mar-14	\$0.1700	1.0000			\$0.11
Labels			\$0.0005	5.0000			\$0.17
Cutting/Packaging Labor per bag			\$4.2600	1.0000			\$0.00
Net Total							\$4.26
							\$40.22
Total Packaging Cost							
TOTAL FINAL COST PER BAG							
COST PER 10 LB Bag			Freight 14.5 oz bag	\$0.00 \$3.72	\$40.22	Cost per bag	\$232.08
			Labor to pack	\$0.25			\$4.78
FINAL COST PER 10 pound bag			Pouch		\$40.22	Total	\$232.08
			Label				
			Overhead	\$0.50			
			Commission		\$122.20	Sell price	\$293.28
			SZ	\$0.31			\$5.86
Profit per 10 lb. bag			Total Cost	\$4.78	\$81.98	Net profit	\$61.20
							\$1.08
							18.47%